

# FINAL *PLACEMENT* REPORT

**2018-2020**



**INDIAN INSTITUTE  
OF FOREIGN TRADE**

# MESSAGE FROM LEADERSHIP



**Dr. Manoj Pant**  
Director

“ Since its inception in 1963, the Indian Institute of Foreign Trade (IIFT) has been aiming to groom socially conscious leaders, managers and entrepreneurs—who contribute not just to the society, but to the planet as well. IIFT is committed to excellence in management education, research and training; use of contemporary participant-centric pedagogies and teaching methods, and establishing a presence in the emerging segments of management education. IIFT is also prominent for its excellent faculty members and their outstanding research work published in top journals.

The Institute also ensures building a resilient connect with the industries not just for outstanding placements, but also to modernize the course curriculum for all the courses as per the industry requirements. We also have alliances with foreign universities and institutions—to fortify the student exchange programs and collaborate for faculty exchanges and researches.

”

“ We express our gratitude to the corporate sector for the continued faith and confidence entrusted upon us. IIFT is committed to not only meeting but exceeding the expectations of the stakeholders.

IIFT’s curriculum is a blend of inputs derived from the vast reservoir of knowledge and the technical expertise that exists within the Institute and the learnings that it generates through the collaborative endeavors with the trade and industry. The Institute’s highly competent faculty, comprising of both in-house and visiting experts, work relentlessly to produce industry-ready professionals.

The activities of students are confined not only to the rigor of academics but are augmented by actively engaging industry leaders for guest lectures, organizing events at the Campus, working on live projects, attempting case studies and participating in intercollege and corporate competitions. The long list of such activities undertaken, and the laurels won by the students bears a testimony to the fact that they excel in a highly competitive environment.

It always has and shall continue to give us immense pleasure to welcome you aboard for our campus engagement process.

”

**Dr. Rohit Mehtani**  
Head  
Corporate Relations and  
Placement Division

# IIFT 2018-2020 BATCH HIGHLIGHTS

**70+**

Students with educational background from premier institutes like IITs, NITs, DTU, BITS, SRCC etc.



**70+**

Students with certifications like CA, CFA, Six Sigma Green Belt etc.

**29**

Secured Winner/ Finalist position in top corporate competitions bringing accolades to the institution.



**16.4**

Months of average work experience.

**50%**

Of the batch worked with Fortune 500 companies (Global/India) during summer internships.



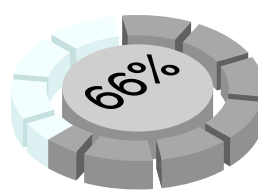
**MALE**  
**67%**



**FEMALE**  
**33%**



**GENDER DIVERSITY**



**WORK EXPERIENCE**



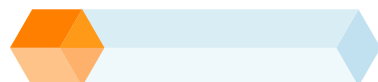
**FRESHERS**

**EXPERIENCE DIVERSITY**

**45%**  
0-11



**20%**  
24-35



**24%**  
12-23

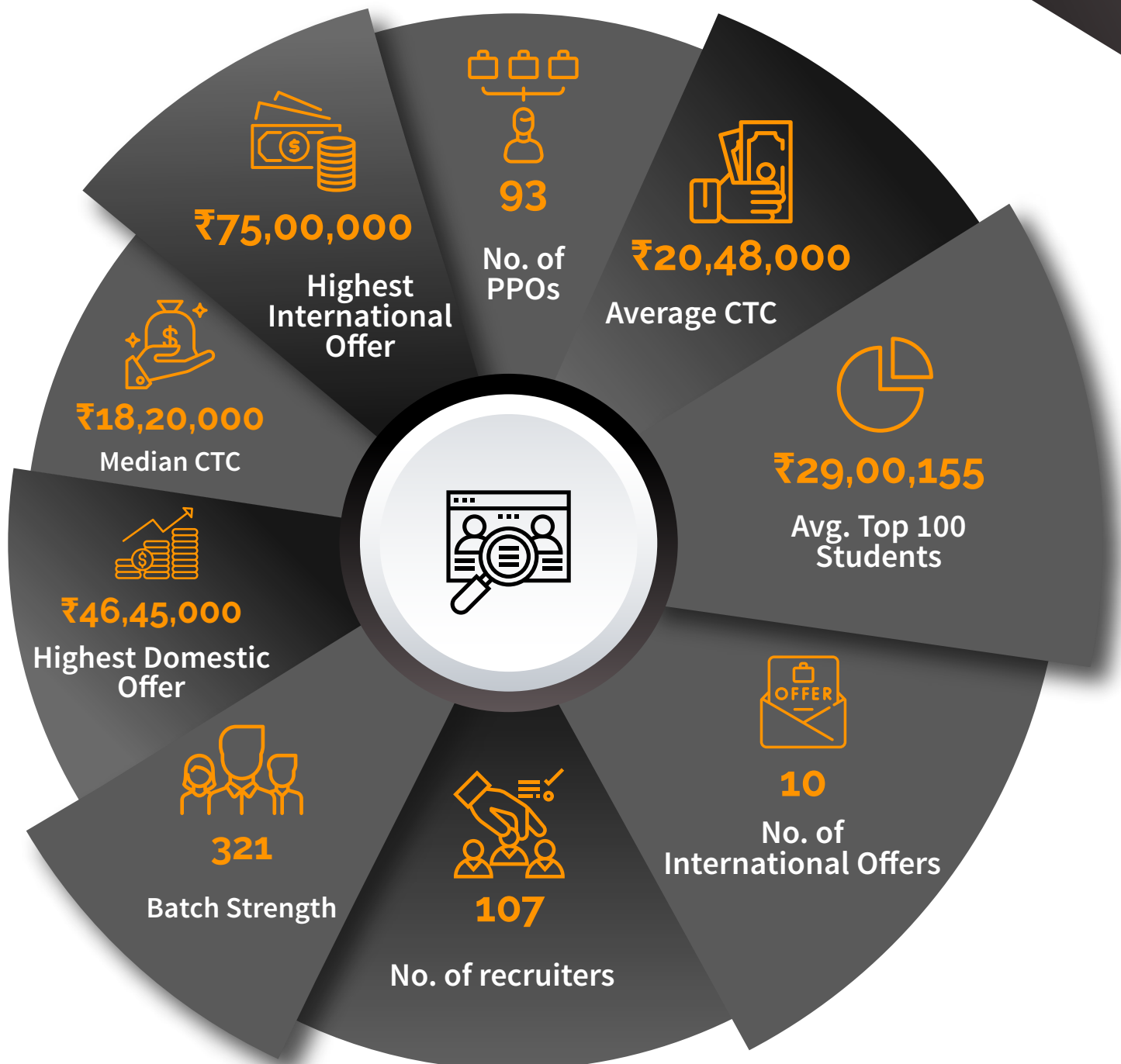


**11%**  
36+

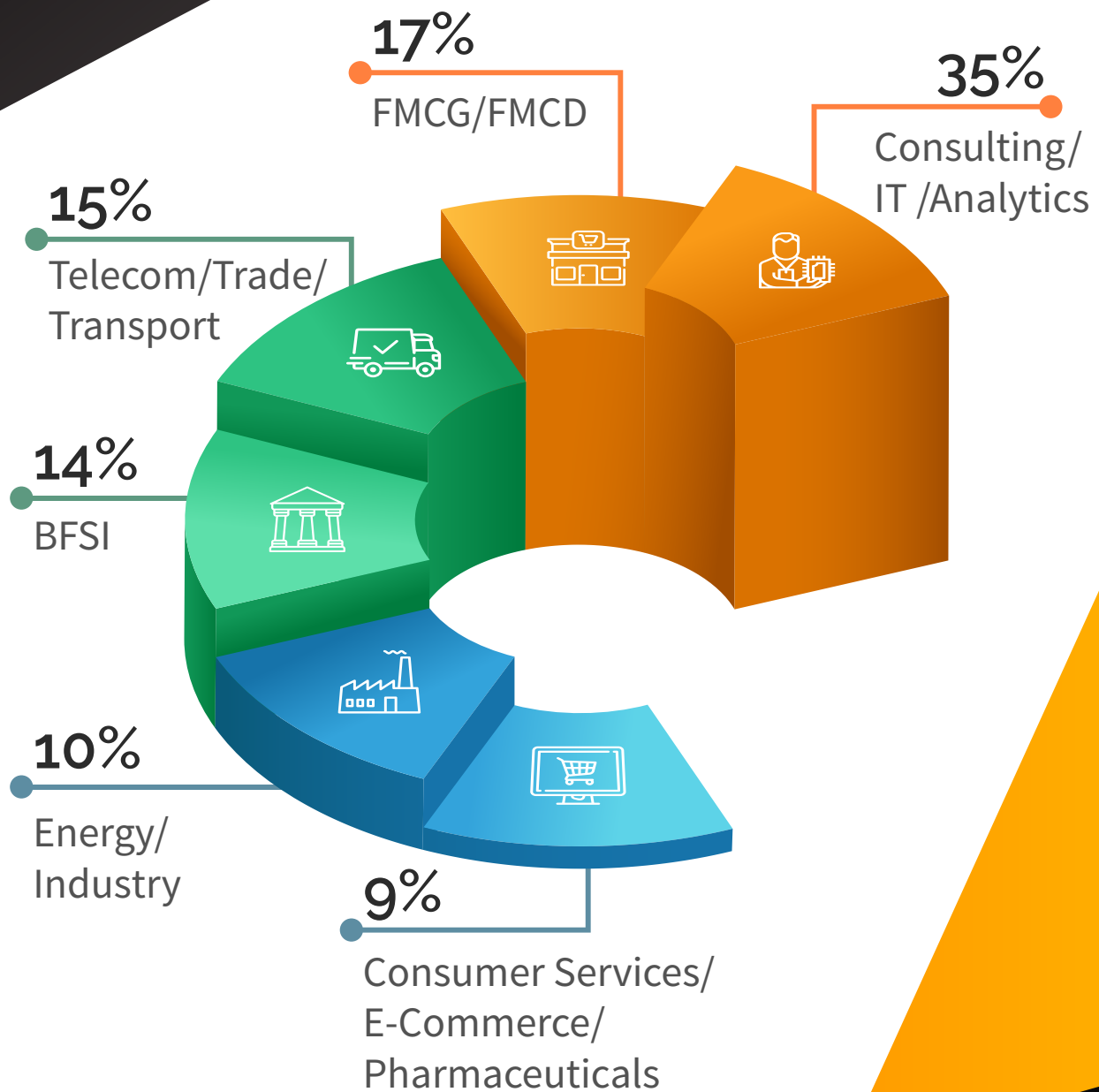


**WORK EXPERIENCE PROFILES IN MONTHS**

# ❖ IIFT 2018-20 FINAL PLACEMENT HIGHLIGHTS



# SECTOR WISE PLACEMENT STATISTICS





# SALES AND MARKETING

Reckitt Benckiser, Tata Consumer Product Limited, Signify, Philips, Western Digital, Cremica, Boston Scientific & Hero Electronix associated with IIFT for the first time.

Automobile and industrial sector saw yet another year of stellar placements as Bajaj Auto, Hero MotoCorp, Maruti Suzuki India Limited, TVS, Tata Steel, L&T, JSW & Metal Power continued to show their faith in IIFT.

Marquee recruiters like ITC, L'Oréal, Pidilite, Dabur, Dell, Philips, Shell, TATA Sky, HT Media, Games 24x7, ABFRL & Raymond strengthened their association with IIFT.

E-commerce giants Amazon and Flipkart continued to offer various roles to the students.



TATA CONSUMER PRODUCTS

Signify

PHILIPS



L'ORÉAL  
PARIS



DELL

Boston  
Scientific



TATA STEEL



LARSEN & TOUBRO



METAL POWER



Hero  
Electronix



TATA | sky

HT Media

GAMES | 24  
SEVEN



Raymond

amazon



# FINANCE

HDFC Bank, RBL Bank, Federal Bank were among the first time recruiters at IIFT.

Marquee recruiters such as Goldman Sachs, HSBC, JPMC, Yes Bank, Citi Bank, ICICI Bank and DE Shaw hired for their coveted roles such as investment banking, corporate treasury, transaction banking group, multinational corporate banking, financial analyst roles.

GE continued to show faith in the institute's talent pool by hiring for its prestigious FMP profile.

ICICI Bank recruited in large numbers from the institute further strengthening their long term association with IIFT.

The institute continued to be a favorite spot for recruiters like Epik InDifi, OfBusiness, L&T, Crisil, Indus Valley Partners, Samunnati Finance, who hired in the finance domain and reposed their faith in IIFT.

JPMORGAN CHASE & CO.



# TRADE & OPERATIONS

Trade domain continued to see international offers from various companies with HMS Bergbau AG and Star Global LLC associating with IIFT for the first time.

ETG, Olam, Tolaram, Aegis, Louis Dreyfus Company, Archer Daniels Midland, Enhance Group, and Tata International were among the premier recruiters who continued their association with IIFT and offered their coveted trade roles.

Rapid growth of transport and logistics sector led to first time associations with Delhivery, Ninjacart and Quick Ride.

Maersk Line, Tata Steel, Shell, Vikram Solar and Gemini Corporation were some of the leading recruiters that offered supply chain and operation roles at IIFT.





# GENERAL MANAGEMENT

The General Management domain continued to be the most sought after domain with Mahindra & Mahindra recruiting for its prestigious GMC role and Axis Bank hiring students for its General Management profile.

Marquee recruiters such as RPG, Airtel, and Reliance Industries continued their association with IIFT. Airtel recruited for its prestigious Airtel Young Leader's Program while Reliance recruited for its Reliance Emerging Leaders Program.

There were multiple new additions this year with prestigious firms such as Sobha Realty, JSW and Moglix hiring for their General Management Roles.



## IT/ITeS

Microsoft and GO MMT continued their association with IIFT by offering roles for Product Manager and Program Manager. Google offered its coveted Digital Marketing strategy role at IIFT.

With a major section of the Batch having prior IT Work Experience, IIFT continued to attract major names such as Hexaware, Games 24x7, IBM, Genpact & HCL who offered various roles to the students.

Regular recruiters such as Capgemini, TCS and Wipro recruited in large numbers from campus to cater to their ever-growing demand for Technological Solutions.

Industry Demands saw new additions to the portfolio in the form of Media.net, Polestar, Virtusa, Birlasoft, IGT Solutions, Cvent, Gemini Solutions and Tech Mahindra to name a few.



# STRATEGY & CONSULTING

McKinsey & Company associated with IIFT for the first time while Roland Berger and Bain Capability Network continued their association with IIFT by offering their management consulting role.
































BOD Consulting and I-PAC also hired students for the first time from IIFT and marked the start of a new association.

Axtria, Cognizant Business Consulting, Infosys Consulting, EXL Service and Michael Page continued their faith in IIFT students and offered consulting and analytics roles.

Biocon also associated with IIFT for the first time and offered for its strategy role.



# WALL OF FAME

 <b>NATIONAL WINNER</b> War Room	 <b>NATIONAL FINALIST</b> Steel-A-Thon	 <b>ASIA PACIFIC FINALISTS</b> CFA Research	 <b>NATIONAL SEMI-FINALIST</b> Ideation Challenge
 <b>NATIONAL FINALIST</b> Stratos	 <b>NATIONAL WINNER</b> The Deal	 <b>NATIONAL FINALIST</b> Out Think	 <b>NATIONAL SEMI-FINALIST</b> Elevate 6.0
 <b>NATIONAL FINALIST</b> Accuracy Business Cup	 <b>NATIONAL FINALIST</b> The Catalyst Challenge	 <b>NATIONAL II RUNNER - UP</b> Carpe Diem	 <b>NATIONAL II RUNNER - UP</b> Beat the Curve
 <b>NATIONAL FINALIST</b> Relead	 <b>NATIONAL FINALIST</b> Avant Garde 5.0	 <b>NATIONAL FINALIST</b> 4P Challenge	 <b>NATIONAL FINALIST</b> Comstrat
 <b>NATIONAL FINALIST</b> L'Oreal Brandstorm	 <b>NATIONAL FINALIST</b> iCreate Challenge	 <b>NATIONAL FINALIST</b> Youniversity Deal Challenge	 <b>NATIONAL SEMI-FINALIST</b> L.I.M.E.
 <b>NATIONAL FINALIST</b> Blizzard	 <b>NATIONAL FINALIST</b> Think Up Challenge	 <b>NATIONAL SEMI-FINALIST</b> BUD Challenge	 <b>NATIONAL WINNER</b> Woo-Me
 <b>NATIONAL FINALIST</b> RB Global Challenge	 <b>SPECIAL INVITEE</b> Loud	 <b>NATIONAL WINNER</b> Transformation Series	 <b>NATIONAL FINALIST</b> FINVALLEY 3.0z
 <b>NATIONAL SEMI-FINALIST</b> Comquestz	 <b>REGIONAL WINNER</b> Mindrover	 <b>REGIONAL FINALIST</b> Transcend	

## NOTABLE MENTIONS

 <b>LUMINAIRE</b>	 <b>IB LEAGUE</b>	 <b>CAMPUS CHALLENGE</b>	 <b>CAMPUS CHALLENGE</b>	 <b>OFFROAD</b>	 <b>FINACE</b>
 <b>INTERROBANG</b>	 <b>DARE TO DO MORE</b>	 <b>ENERGY DAY</b>	 <b>TECHTONIC</b>	 <b>CASE CHALLENGE</b>	 <b>T.U.P.</b>
 <b>NOVARTIS BIOCAMP</b>	 <b>HUSTLE</b>	 <b>GSK E^3</b>	 <b>MAHINDRA RISE</b>	 <b>WIRED</b>	

# LIST OF RECRUITERS





# CORPORATE RELATIONS & PLACEMENTS COMMITTEE



**Dr. Rohit Mehtani**  
Head- Corporate Relations  
& Placement Division



**Dr. Tamanna Chaturvedi**  
Faculty Coordinator  
Placements (Delhi Campus)



**Dr. R.P. Sharma**  
Faculty Coordinator  
Placements (Kolkata Campus)



**Ms. Ameesha Gupta**  
Convener



**Mr. Durgesh Pandey**



**Ms. Munnaza Khan**



**Mr. Parth Sood**



**Mr. Piyush Ranjan**



**Mr. Piyush Vijayan**



**Mr. Ritesh Bhat**



**Mr. Sarosh Pandey**



**Mr. Shashank Dobhal**



**Ms. Supriya Naidu**



**Ms. Vedanshi Khetan**



**Ms. Yashpreet Kaur**

**GRATITUDE TO THE ALUMNI:** The support extended by IIFT's alumni has been imperative for the institute to maintain its position as one of India's premier B-School. Their stellar achievements in various domains serve as an inspiration for generations to come. We take this opportunity to thank our alumni for the guidance, mentorship and assistance in making the placements cycle a grand success.

## Kolkata Campus

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1583, Madurdaha Ward 108, Borough  
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## Delhi Campus

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